



Rod R. Blagojevich, Governor
State of Illinois
Paul J. Campbell, Director
Illinois Department of Central Management Services

Achieving Greater Accountability,
Cost Savings and Transparency

March 30, 2006
Volume 1, Issue 1



Bill Gates applauds State's efforts to improve procurement

How does state government stop reinventing the wheel every time a valued employee leaves?

How can leaders prepare for the wave of Baby Boomers expected to retire from state employment?

What steps can be taken to better negotiate contracts and save money?

The Department of Central Management Services (CMS) — the chief procurement agency for the State of Illinois — is taking an innovative approach to improving procurement with an initiative known as Knowledge Management, or KM.

Knowledge Management allows the State's purchasing experts to have access to better information before making procurement decisions, in the same way that many people turn to *Consumer Reports* magazine before making a major purchase.

Recently, this approach was recognized when Bill Gates, Chairman of Microsoft Corp., noted CMS' efforts at the Government Leaders Forum of the Americas in Washington, D.C., where hundreds of government officials gathered from throughout North and South America.

In most states — including Illinois — this procurement information has existed in random file cabinets, computer hard drives and people's brains, but never in a universally accessible place. But that's what is changing now.

Knowledge Management will cut costs and boost efficiency daily, but what may be more important is the legacy it sets for spending decisions three and five years from now not only in Illinois, but nationwide.

CMS has received national awards for KM from the E-Gov Institute and the National Association of State Procurement Officials (NASPO). In fact, NASPO awarded CMS with the 2004 Cronin Classic Gold Award for its "Transformation of the Procurement Process."

For more information on KM and other CMS initiatives contact:

Paul Campbell, Director: 217-782-2143

Shelly Martin, Chief Knowledge Officer: 217-782-6148

Melissa Hansen, Legislative Affairs: 217-785-1941

"A good example in the United States is the Illinois Department of Central Management Services A very simple system had a very dramatic benefit in making those people more effective and, of course, that means saving the State millions of dollars, and also having a learning culture where people are seeing how things are done, and working in a new way."

Bill Gates
Microsoft Corp.
March 15, 2006

